



# CALIFORNIA AGRICULTURAL EMPLOYMENT AND EARNINGS BULLETIN

August 1996

## June 1996

This bulletin covers 27 agricultural industries in the state of California. The number of industries ranges from five to seventeen within each of six geographic regions. The regions are the San Joaquin Valley, South Coast, Desert, Central Coast, Sacramento Valley and North Coast (refer to map for details). The data are organized into the following tables by state and region:

- Wage and Salary Workers (Table A).
- Agricultural Production Workers (Table B).
- Average Weekly Earnings of Production Workers (Table C).
- Average Hours Worked by Production Workers (Table D).
- Average Hourly Earnings of Production Workers (Table E).

**NOTE:** Data in this bulletin are available electronically through a personal computer and modem. Our Labor Market Information Division's bulletin board system, LMI On-Line, can be accessed by dialing (916) 262-2BBS (262-2227). You may also access this data through the internet. The LMID internet address is: <http://www.calmis.cahwnet.gov>.

California's agricultural employment level totaled 436,200 in June 1996, 12,600 more than the May 1996 level of 423,600. Agricultural employment levels increased in all regions except the South Coast region.  
(Tables 1-A through 7-A.)

### Wage and Salary Workers in Agricultural Establishments

For June 1996  
(In Thousands)

Industry	State- wide	San Joaquin	South Coast	Central Coast	Desert	Sacra- mento	North Coast
Total Agricultural	436.2	208.9	67.2	65.9	48.4	30.7	14.3
Total Crops	232.7	92.8	46.6	43.9	18.9	20.5	10.5
Total Livestock	25.7	14.3	2.0	1.2	4.9	1.9	1.7
Total Services	177.8	101.8	18.6	20.8	24.6	8.3	2.1

Source: Tables 1-A through 7-A.

In June 1996, 48% of the state's agricultural workers were employed in the San Joaquin Valley region. The South Coast region and the Central Coast region each employed 15% of California's agricultural workers. The Desert region employed 12% of the California agricultural workforce. The Sacramento Valley region employed 7% of the agricultural workers in the state, while the North Coast region employed 3%.

## **REGIONAL CROP ACTIVITIES**

Regional crop activities are not available. The source document for this data, the California Farm Labor Report (881A), is no longer produced.

## **AGRICULTURAL PRODUCTION WORKERS**

California's agricultural production worker employment level was 408,500 in June 1996, an increase of 12,000 from the previous month's level of 396,500. The regional production worker employment fluctuations followed the same patterns as the total agricultural employment for each region in the state. (Table 1-B through 7-B.)

Earnings for California agricultural production workers averaged \$277.91 per week in June 1996, 71 cents more than the average weekly earnings in the previous month. Regional averages ranged from a low of \$266.27 in the San Joaquin Valley region to a high of \$331.20 in the North Coast region. (Tables 1-C through 7-C.)

The hours worked per week in California agriculture averaged 42.3 in June 1996, 0.3 hours more than the May 1996 level of 42.0. The region with the shortest workweek was the Desert region with 40.9 hours. The longest workweek was in the Sacramento Valley region with 49.9 hours. (Tables 1-D through 7-D.)

Production workers statewide earned an average of \$6.57 per hour in June 1996, three cents less than the May 1996 level of \$6.60. The region with the highest hourly pay rate was the North Coast region at \$7.36 per hour. The region that had the lowest hourly agricultural wage was the San Joaquin Valley region at \$6.28 per hour. (Table 1-E through 7-E.)

## **CHANGES FROM ONE YEAR AGO**

The June 1996 California total agricultural employment level was 500 higher than the June 1995 level of 435,700. (Table 1-A.)

The state's agricultural production employment in June 1996 also had a year-over increase of 500. (Table 1-B.)

Weekly earnings for California agricultural production workers averaged \$4.14 less per week in June 1996 compared to June 1995. (Table 1-C.)

The average number of hours worked per week in June 1996 decreased by 0.5 compared to the same month a year before. (Table 1-D.)

Production workers statewide earned an average of two cents less per hour in June 1996 compared to June 1995. (Table 1-E.)

## Average Hourly Earnings of Production Workers

For June 1996

Industry	State-wide	San Joaquin	South Coast	Central Coast	Desert	Sacramento	North Coast
Total Agricultural	\$6.57	\$6.28	\$6.81	\$7.33	\$6.76	\$6.34	\$7.36
Total Crops	6.59	6.21	6.76	7.27	6.81	6.36	7.20
Total Livestock	7.37	7.42	7.49	7.63	7.33	6.82	7.10
Total Services	6.41	6.16	6.85	7.45	6.59	6.20	8.40

Source: Tables 1-E through 7-E.

### DATA SOURCES:

The data are obtained from two sources: the Employment Development Department (EDD) Unemployment Insurance (UI) files and a monthly survey, conducted by the Labor Market Information Division of EDD, of 4,000 agricultural employers. This sample, about 14 percent of the employers, was selected to be statistically representative of the state's agricultural employers by size, geographic location and industry categories.

Sample data are gathered for the week that includes the 12th calendar day of the month; thus all data in these bulletins represent activities taking place during this mid-month period.

### DATA COMMENTS:

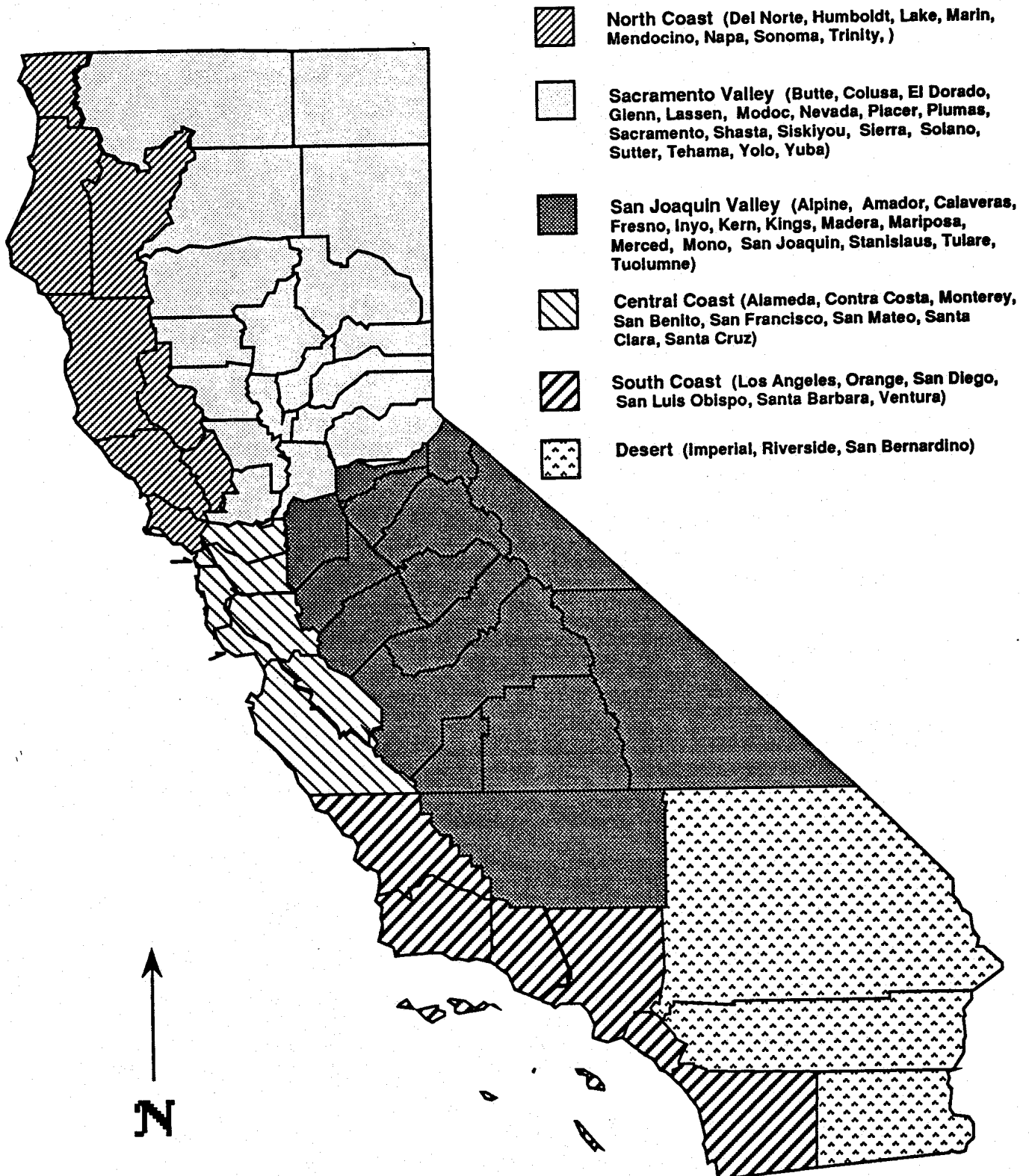
**ESTIMATES FOR THE STATE AND SIX REGIONS ARE INDEPENDENTLY DERIVED. THEREFORE, THE SUM OF THE REGIONAL ESTIMATES WILL NOT NECESSARILY EQUAL THE STATEWIDE TOTAL. SIMILARLY, ESTIMATES FOR THE MONTHS AND THE YEAR ARE INDEPENDENTLY DERIVED. THEREFORE, THE AVERAGE OF THE MONTHLY ESTIMATES WILL NOT NECESSARILY EQUAL THE ANNUAL AVERAGE ESTIMATE.**

To aid in accurate usage and interpretation of the data, please note the following:

- Employment data do not include employers or unpaid family workers.
- Figures for the current month are preliminary and subject to revision.
- Total agricultural employment estimates in this bulletin are derived from a monthly sampling project: the Current Employment Statistics for Agriculture. Estimates in this bulletin will differ from other agricultural estimates published by this department because of differences in the number of agricultural industries covered and in the definition of workers.

If you wish to be placed on our mailing list to receive future issues of this publication, please send your name and address to: **Current Economic Statistics Group, Labor Market Information Division, Employment Development Department, P.O. Box 826216, Sacramento, CA 94299-9994 or call (916) 262-2358.**

**CES-AG REPORTING REGIONS**  
**LABOR MARKET INFORMATION DIVISION**  
**EMPLOYMENT DEVELOPMENT DEPARTMENT**



# CALIFORNIA

## Wage and Salary Employment in Agricultural Establishments

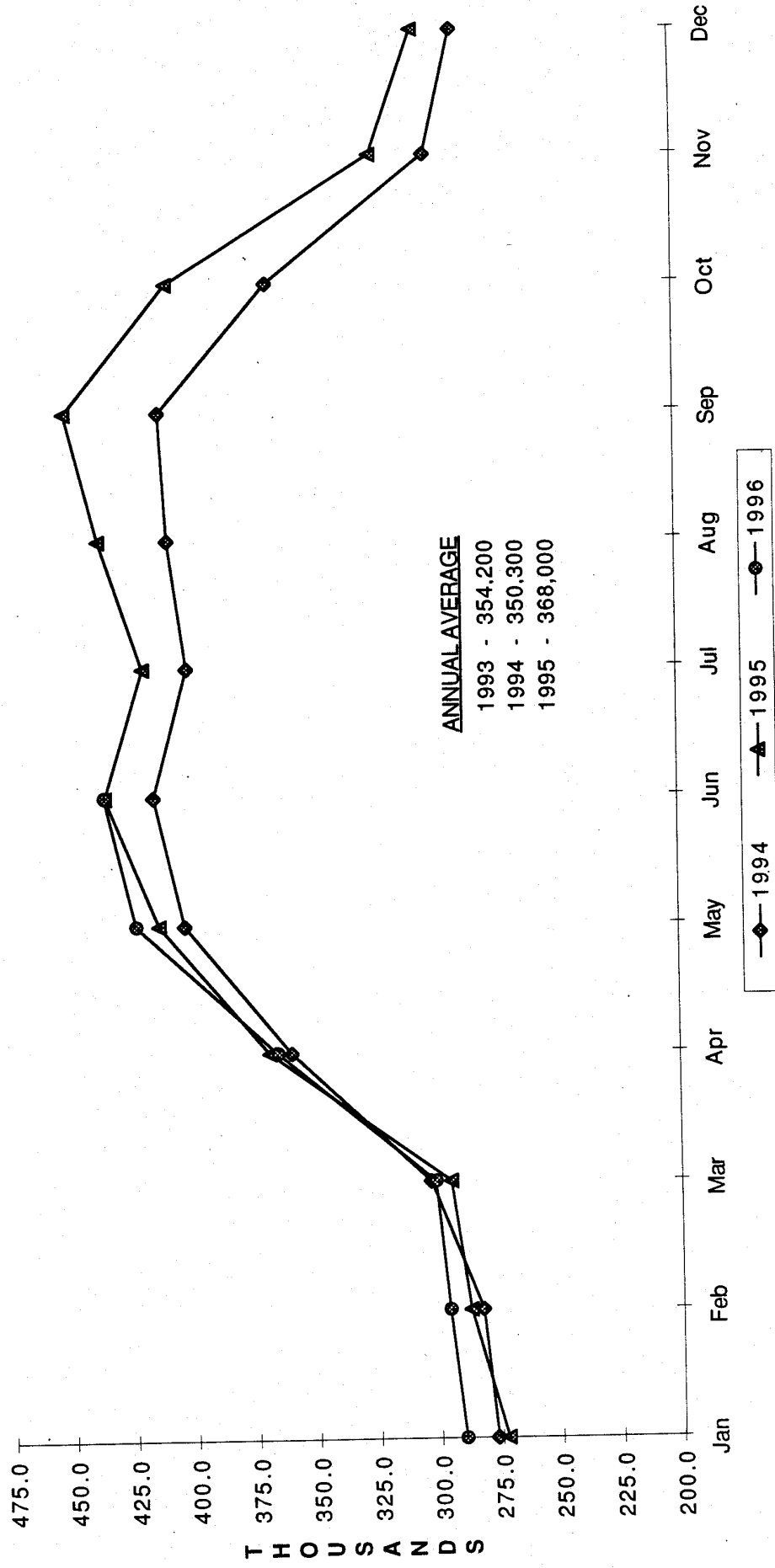


TABLE 1-A  
WAGE AND SALARY WORKERS IN AGRICULTURAL ESTABLISHMENTS (1)  
CALIFORNIA  
(IN THOUSANDS)

INDUSTRY	JUN 1996	MAY 1996	JUN 1995
TOTAL AGRICULTURAL	436.2	423.6	435.7
TOTAL AGRICULTURAL PRODUCTION/CROPS	232.7	230.7	236.4
CASH GRAINS	2.9	3.2	2.8
RICE	1.4	1.7	1.2
OTHER CASH GRAINS	1.5	1.5	1.6
FIELD CROPS EXCEPT CASH GRAINS	13.0	12.0	12.7
COTTON	7.6	6.7	7.7
OTHER FIELD CROPS	5.4	5.3	5.0
VEGETABLES AND MELONS	38.1	37.0	38.1
TOTAL FRUITS AND TREE NUTS	109.7	110.0	114.4
BERRIES	22.2	23.1	26.6
GRAPES	39.7	39.0	40.1
TREE NUTS	6.5	6.4	6.6
CITRUS FRUITS	6.3	6.5	5.7
DECIDUOUS TREE FRUIT	18.6	18.4	17.5
OTHER FRUITS AND NUTS	16.4	16.6	17.9
TOTAL HORTICULTURAL SPECIALTIES	32.3	32.4	32.2
ORNAMENTAL FLORAL & NURSERY	29.2	29.4	29.3
FOOD CROPS GROWN UNDER COVER	3.1	3.0	2.9
GENERAL FARM PRIMARILY CROP	36.7	36.1	36.2
TOTAL AGRIC PRODUCTION/LIVESTOCK	25.7	25.4	25.6
BEEF CATTLE FEED LOTS	0.6	0.5	0.5
BEEF CATTLE EXCEPT FEED LOTS	3.9	3.9	3.9
DAIRY FARMS	12.9	12.8	13.0
CHICKEN EGGS	2.6	2.6	2.6
TURKEYS & TURKEY EGGS	1.1	1.0	1.0
OTHER LIVESTOCK	4.6	4.6	4.6
TOTAL AGRICULTURAL SERVICES	177.8	167.5	173.7
SOIL PREPARATION SERVICES	1.3	1.3	1.2
CROP SERVICES	46.3	44.2	49.8
PLANT CULTIVATE & PROTECTION	5.3	5.4	5.0
HARVEST PRIMARILY BY MACHINE	6.5	5.8	6.2
PREPARATION SVCS FOR MARKET	33.7	32.2	37.9
COTTON GINNING	0.8	0.8	0.7
TOTAL FARM LABOR & MANAGEMENT	130.2	122.0	122.7
FARM LABOR CONTRACTORS	121.6	113.4	113.4
FARM MANAGEMENT SERVICES	8.6	8.6	9.3

(1) WAGE AND SALARY WORKERS ARE ALL EMPLOYEES RECEIVING COMPENSATION FROM AGRICULTURAL EMPLOYERS.

TABLE 1-B  
AGRICULTURAL PRODUCTION WORKERS (1)  
CALIFORNIA  
(IN THOUSANDS)

INDUSTRY	JUN 1996	MAY 1996	JUN 1995
TOTAL AGRICULTURAL	408.5	396.5	408.0
TOTAL AGRICULTURAL PRODUCTION/CROPS	214.8	213.2	218.5
CASH GRAINS	2.5	2.8	2.4
RICE	1.2	1.5	1.0
OTHER CASH GRAINS	1.3	1.3	1.4
FIELD CROPS EXCEPT CASH GRAINS	11.9	10.9	11.6
COTTON	7.0	6.1	7.1
OTHER FIELD CROPS	4.9	4.8	4.5
VEGETABLES AND MELONS	35.2	34.1	35.2
TOTAL FRUITS AND TREE NUTS	104.0	104.6	109.0
BERRIES	21.8	22.8	26.3
GRAPES	37.3	36.6	37.9
TREE NUTS	5.8	5.7	5.8
CITRUS FRUITS	5.6	5.9	5.1
DECIDUOUS TREE FRUIT	17.8	17.7	16.8
OTHER FRUITS AND NUTS	15.7	15.9	17.1
TOTAL HORTICULTURAL SPECIALTIES	26.6	26.8	26.2
ORNAMENTAL FLORAL & NURSERY	23.9	24.1	23.6
FOOD CROPS GROWN UNDER COVER	2.7	2.7	2.6
GENERAL FARM PRIMARILY CROP	34.6	34.0	34.1
TOTAL AGRIC PRODUCTION/LIVESTOCK	23.2	22.9	23.0
BEEF CATTLE FEED LOTS	0.5	0.4	0.4
BEEF CATTLE EXCEPT FEED LOTS	3.4	3.3	3.3
DAIRY FARMS	12.2	12.1	12.3
CHICKEN EGGS	2.0	2.0	2.0
TURKEYS & TURKEY EGGS	0.9	0.9	0.8
OTHER LIVESTOCK	4.2	4.2	4.2
TOTAL AGRICULTURAL SERVICES	170.5	160.4	166.5
SOIL PREPARATION SERVICES	0.9	1.0	0.8
CROP SERVICES	41.7	39.6	45.2
PLANT CULTIVATE & PROTECTION	4.7	4.7	4.3
HARVEST PRIMARILY BY MACHINE	6.1	5.4	5.9
PREPARATION SVCS FOR MARKET	30.3	28.9	34.5
COTTON GINNING	0.6	0.6	0.5
TOTAL FARM LABOR & MANAGEMENT	127.9	119.8	120.5
FARM LABOR CONTRACTORS	119.9	111.8	111.8
FARM MANAGEMENT SERVICES	8.0	8.0	8.7

(1) PRODUCTION WORKERS ARE EMPLOYEES ENGAGED IN COMMODITY PRODUCTION. EXCLUDED ARE MANAGERS, SUPERVISORS, OFFICE, SALES AND OTHER STAFF NOT INVOLVED IN PRODUCTION.

TABLE 1-C  
AVERAGE WEEKLY EARNINGS OF PRODUCTION WORKERS (1)  
CALIFORNIA  
(IN DOLLARS PER WEEK)

INDUSTRY	JUN 1996	MAY 1996	JUN 1995
TOTAL AGRICULTURAL	277.91	277.20	282.05
TOTAL AGRICULTURAL PRODUCTION/CROPS	297.87	295.70	297.45
CASH GRAINS	381.65	386.02	388.61
RICE	381.81	392.40	384.70
OTHER CASH GRAINS	382.26	379.22	391.83
FIELD CROPS EXCEPT CASH GRAINS	333.85	325.50	335.66
COTTON	328.06	320.76	322.71
OTHER FIELD CROPS	342.04	332.09	356.71
VEGETABLES AND MELONS	343.04	348.91	328.50
TOTAL FRUITS AND TREE NUTS	269.42	262.75	277.55
BERRIES	278.39	274.23	334.48
GRAPES	271.01	266.67	262.04
TREE NUTS	276.62	265.79	276.33
CITRUS FRUITS	293.15	303.16	269.51
DECIDUOUS TREE FRUIT	253.79	232.10	242.76
OTHER FRUITS AND NUTS	260.53	255.44	260.29
TOTAL HORTICULTURAL SPECIALTIES	319.93	333.66	316.01
ORNAMENTAL FLORAL & NURSERY	314.84	327.60	309.85
FOOD CROPS GROWN UNDER COVER	369.35	383.18	370.24
GENERAL FARM PRIMARILY CROP	299.48	296.82	295.61
TOTAL AGRIC PRODUCTION/LIVESTOCK	352.29	345.92	351.81
BEEF CATTLE FEED LOTS	370.44	363.63	360.17
BEEF CATTLE EXCEPT FEED LOTS	344.16	340.43	339.30
DAIRY FARMS	364.05	358.02	366.54
CHICKEN EGGS	318.44	310.16	313.98
TURKEYS & TURKEY EGGS	376.46	373.54	370.84
OTHER LIVESTOCK	331.30	323.83	332.94
TOTAL AGRICULTURAL SERVICES	243.58	242.94	252.95
SOIL PREPARATION SERVICES	554.47	512.04	557.52
CROP SERVICES	296.87	292.13	298.16
PLANT CULTIVATE & PROTECTION	369.00	372.74	339.89
HARVEST PRIMARILY BY MACHINE	300.69	286.75	296.45
PREPARATION SVCS FOR MARKET	283.75	280.14	292.94
COTTON GINNING	350.24	290.67	347.30
TOTAL FARM LABOR & MANAGEMENT	223.85	225.06	233.14
FARM LABOR CONTRACTORS	217.91	218.96	228.05
FARM MANAGEMENT SERVICES	313.98	307.88	302.57

(1) AVERAGE WEEKLY EARNINGS INCLUDE OVERTIME PAY AND PREMIUM WAGES. THESE ARE GROSS EARNINGS BEFORE DEDUCTIONS AND EXCLUDE THE VALUE OF HOUSING AND MEALS.



TABLE 1-D  
AVERAGE HOURS WORKED BY PRODUCTION WORKERS (1)  
CALIFORNIA  
(IN HOURS PER WEEK)

INDUSTRY	JUN 1996	MAY 1996	JUN 1995
TOTAL AGRICULTURAL	42.3	42.0	42.8
TOTAL AGRICULTURAL PRODUCTION/CROPS	45.2	44.6	45.0
CASH GRAINS	54.6	54.6	55.2
RICE	53.7	54.5	54.8
OTHER CASH GRAINS	55.4	54.8	55.5
FIELD CROPS EXCEPT CASH GRAINS	51.6	50.0	51.8
COTTON	51.1	49.5	50.9
OTHER FIELD CROPS	52.3	50.7	53.4
VEGETABLES AND MELONS	46.8	47.6	45.0
TOTAL FRUITS AND TREE NUTS	41.9	40.8	42.7
BERRIES	39.6	38.3	45.2
GRAPES	41.0	40.9	40.5
TREE NUTS	45.2	43.5	45.3
CITRUS FRUITS	41.0	41.7	37.8
DECIDUOUS TREE FRUIT	45.4	42.2	44.3
OTHER FRUITS AND NUTS	42.5	41.4	42.6
TOTAL HORTICULTURAL SPECIALTIES	46.1	46.6	45.6
ORNAMENTAL FLORAL & NURSERY	46.3	46.6	45.7
FOOD CROPS GROWN UNDER COVER	44.5	46.0	44.5
GENERAL FARM PRIMARILY CROP	49.5	48.9	48.7
TOTAL AGRIC PRODUCTION/LIVESTOCK	47.8	47.0	47.8
BEEF CATTLE FEED LOTS	54.0	52.7	50.8
BEEF CATTLE EXCEPT FEED LOTS	42.7	42.5	43.5
DAIRY FARMS	48.8	47.8	49.2
CHICKEN EGGS	47.6	46.5	47.5
TURKEYS & TURKEY EGGS	50.6	51.1	50.8
OTHER LIVESTOCK	47.6	47.0	46.5
TOTAL AGRICULTURAL SERVICES	38.0	37.9	39.4
SOIL PREPARATION SERVICES	60.4	55.9	60.6
CROP SERVICES	40.5	39.8	40.9
PLANT CULTIVATE & PROTECTION	50.0	49.5	45.5
HARVEST PRIMARILY BY MACHINE	39.0	37.0	38.4
PREPARATION SVCS FOR MARKET	39.3	38.8	40.8
COTTON GINNING	41.4	37.7	41.1
TOTAL FARM LABOR & MANAGEMENT	37.0	37.2	38.6
FARM LABOR CONTRACTORS	36.5	36.8	38.2
FARM MANAGEMENT SERVICES	44.6	43.0	44.3

(1) AVERAGE HOURS ARE BASED ON FULL-TIME AND PART-TIME PRODUCTION WORKER DATA.

TABLE 1-E  
AVERAGE HOURLY EARNINGS OF PRODUCTION WORKERS (1)  
CALIFORNIA  
(IN DOLLARS PER HOUR)

INDUSTRY	JUN 1996	MAY 1996	JUN 1995
TOTAL AGRICULTURAL	6.57	6.60	6.59
TOTAL AGRICULTURAL PRODUCTION/CROPS	6.59	6.63	6.61
CASH GRAINS	6.99	7.07	7.04
RICE	7.11	7.20	7.02
OTHER CASH GRAINS	6.90	6.92	7.06
FIELD CROPS EXCEPT CASH GRAINS	6.47	6.51	6.48
COTTON	6.42	6.48	6.34
OTHER FIELD CROPS	6.54	6.55	6.68
VEGETABLES AND MELONS	7.33	7.33	7.30
TOTAL FRUITS AND TREE NUTS	6.43	6.44	6.50
BERRIES	7.03	7.16	7.40
GRAPES	6.61	6.52	6.47
TREE NUTS	6.12	6.11	6.10
CITRUS FRUITS	7.15	7.27	7.13
DECIDUOUS TREE FRUIT	5.59	5.50	5.48
OTHER FRUITS AND NUTS	6.13	6.17	6.11
TOTAL HORTICULTURAL SPECIALTIES	6.94	7.16	6.93
ORNAMENTAL FLORAL & NURSERY	6.80	7.03	6.78
FOOD CROPS GROWN UNDER COVER	8.30	8.33	8.32
GENERAL FARM PRIMARILY CROP	6.05	6.07	6.07
TOTAL AGRIC PRODUCTION/LIVESTOCK	7.37	7.36	7.36
BEEF CATTLE FEED LOTS	6.86	6.90	7.09
BEEF CATTLE EXCEPT FEED LOTS	8.06	8.01	7.80
DAIRY FARMS	7.46	7.49	7.45
CHICKEN EGGS	6.69	6.67	6.61
TURKEYS & TURKEY EGGS	7.44	7.31	7.30
OTHER LIVESTOCK	6.96	6.89	7.16
TOTAL AGRICULTURAL SERVICES	6.41	6.41	6.42
SOIL PREPARATION SERVICES	9.18	9.16	9.20
CROP SERVICES	7.33	7.34	7.29
PLANT CULTIVATE & PROTECTION	7.38	7.53	7.47
HARVEST PRIMARILY BY MACHINE	7.71	7.75	7.72
PREPARATION SVCS FOR MARKET	7.22	7.22	7.18
COTTON GINNING	8.46	7.71	8.45
TOTAL FARM LABOR & MANAGEMENT	6.05	6.05	6.04
FARM LABOR CONTRACTORS	5.97	5.95	5.97
FARM MANAGEMENT SERVICES	7.04	7.16	6.83

(1) AVERAGE HOURLY EARNINGS ARE NOT HOURLY WAGE RATES; THEY ARE GROSS EARNINGS OF FULL-TIME AND PART-TIME PRODUCTION WORKERS DIVIDED BY TOTAL HOURS FOR PRODUCTION WORKERS.

# SAN JOAQUIN

## Wage and Salary Employment in Agricultural Establishments

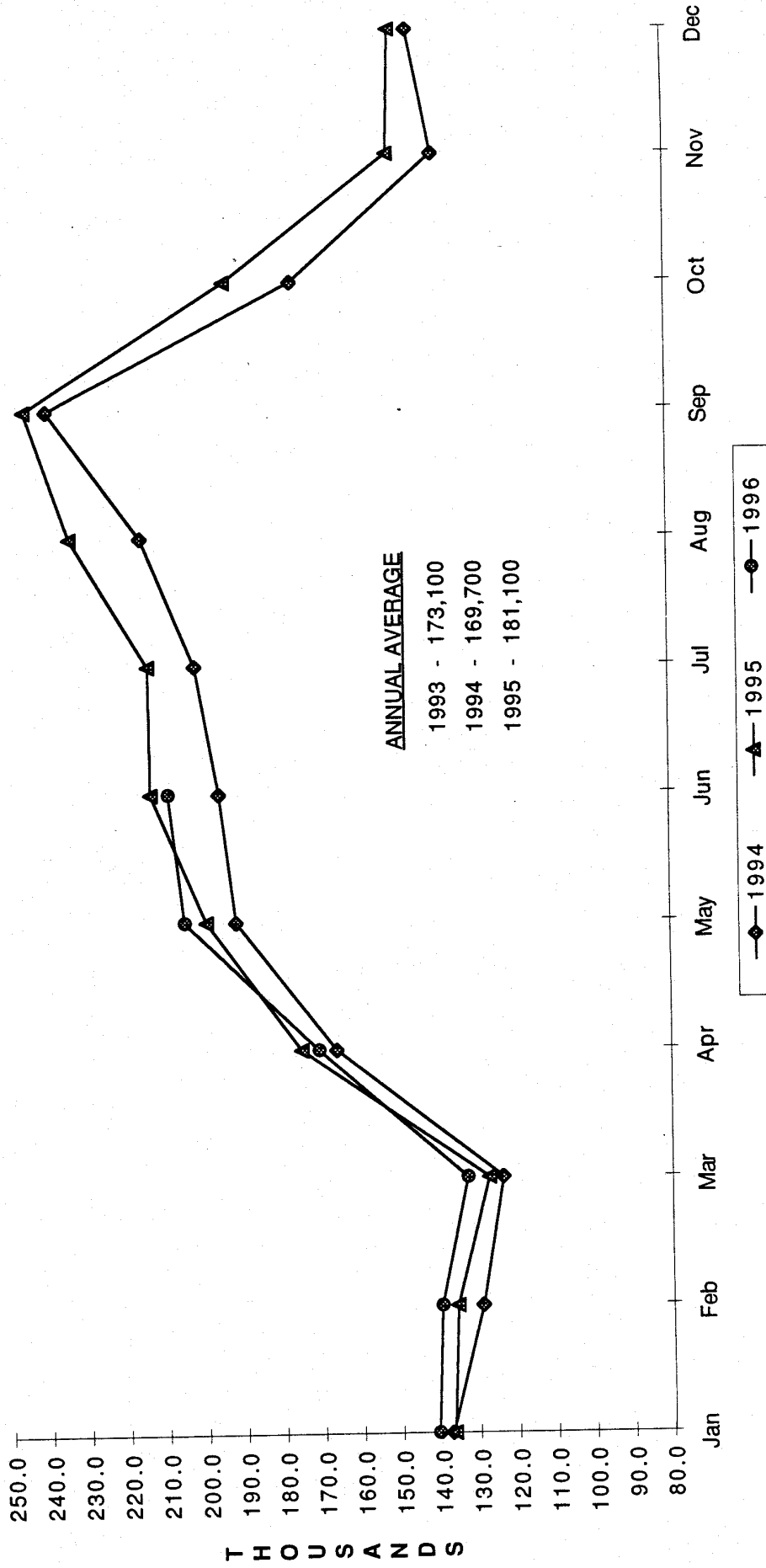


TABLE 2-A  
WAGE AND SALARY WORKERS IN AGRICULTURAL ESTABLISHMENTS (1)  
SAN JOAQUIN VALLEY REGION  
(IN THOUSANDS)

INDUSTRY	JUN 1996	MAY 1996	JUN 1995
TOTAL AGRICULTURAL	208.9	205.0	213.4
TOTAL AGRICULTURAL PRODUCTION/CROPS	92.8	94.5	93.3
TOTAL FIELD CROPS	11.3	10.4	11.3
COTTON	7.5	6.7	7.9
OTHER FIELD CROPS	3.8	3.7	3.4
VEGETABLES AND MELONS	7.4	6.8	7.6
TOTAL FRUITS AND TREE NUTS	52.5	55.3	54.4
GRAPES	25.1	28.4	29.1
TREE NUTS	4.8	4.6	4.9
CITRUS FRUITS	3.2	3.3	2.8
DECIDUOUS TREE FRUIT	12.7	12.8	12.2
OTHER FRUITS AND NUTS	6.7	6.2	5.4
HORTICULTURAL SPECIALTIES	3.2	3.6	3.2
GENERAL FARM PRIMARILY CROP	18.4	18.4	16.8
TOTAL AGRIC PRODUCTION/LIVESTOCK	14.3	14.2	14.3
BEEF CATTLE FEED LOTS	0.4	0.4	0.4
BEEF CATTLE EXCEPT FEED LOTS	1.2	1.2	1.2
DAIRY FARMS	9.6	9.5	9.6
POULTRY & EGGS	2.0	2.0	2.0
OTHER LIVESTOCK	1.1	1.1	1.1
TOTAL AGRICULTURAL SERVICES	101.8	96.3	105.8
CROP SERVICES	25.9	24.6	26.9
PLANT CULTIVATE & PROTECTION	4.2	4.1	4.4
HARVEST PRIMARILY BY MACHINE	2.3	1.9	1.5
PREPARATION SVCS FOR MARKET	18.7	17.9	20.3
COTTON GINNING	0.7	0.7	0.7
TOTAL FARM LABOR & MANAGEMENT	75.9	71.7	78.9
FARM LABOR CONTRACTORS	72.0	67.8	74.4
FARM MANAGEMENT SERVICES	3.9	3.9	4.5

(1) WAGE AND SALARY WORKERS ARE ALL EMPLOYEES RECEIVING COMPENSATION FROM AGRICULTURAL EMPLOYERS.

TABLE 2-B  
AGRICULTURAL PRODUCTION WORKERS (1)  
SAN JOAQUIN VALLEY REGION  
(IN THOUSANDS)

INDUSTRY	JUN 1996	MAY 1996	JUN 1995
TOTAL AGRICULTURAL	198.7	194.4	203.3
TOTAL AGRICULTURAL PRODUCTION/CROPS	87.3	89.0	88.0
TOTAL FIELD CROPS	10.4	9.5	10.2
COTTON	6.9	6.1	7.2
OTHER FIELD CROPS	3.5	3.4	3.0
VEGETABLES AND MELONS	6.9	6.3	7.1
TOTAL FRUITS AND TREE NUTS	50.1	53.0	52.3
GRAPES	24.0	27.3	28.1
TREE NUTS	4.4	4.2	4.5
CITRUS FRUITS	3.0	3.1	2.6
DECIDUOUS TREE FRUIT	12.3	12.4	11.9
OTHER FRUITS AND NUTS	6.4	6.0	5.2
HORTICULTURAL SPECIALTIES	2.6	2.9	2.6
GENERAL FARM PRIMARILY CROP	17.3	17.3	15.8
TOTAL AGRIC PRODUCTION/LIVESTOCK	13.3	13.2	13.3
BEEF CATTLE FEED LOTS	0.3	0.3	0.3
BEEF CATTLE EXCEPT FEED LOTS	1.1	1.1	1.1
DAIRY FARMS	9.0	8.9	9.1
POULTRY & EGGS	1.9	1.9	1.9
OTHER LIVESTOCK	1.0	1.0	0.9
TOTAL AGRICULTURAL SERVICES	98.1	92.2	102.0
CROP SERVICES	23.4	21.9	24.1
PLANT CULTIVATE & PROTECTION	3.7	3.5	3.8
HARVEST PRIMARILY BY MACHINE	2.2	1.7	1.3
PREPARATION SVCS FOR MARKET	17.0	16.2	18.5
COTTON GINNING	0.5	0.5	0.5
TOTAL FARM LABOR & MANAGEMENT	74.7	70.3	77.9
FARM LABOR CONTRACTORS	71.1	66.8	73.6
FARM MANAGEMENT SERVICES	3.6	3.5	4.3

(1) PRODUCTION WORKERS ARE EMPLOYEES ENGAGED IN COMMODITY PRODUCTION. EXCLUDED ARE MANAGERS, SUPERVISORS, OFFICE, SALES AND OTHER STAFF NOT INVOLVED IN PRODUCTION.

TABLE 2-C  
AVERAGE WEEKLY EARNINGS OF PRODUCTION WORKERS (1)  
SAN JOAQUIN VALLEY REGION  
(IN DOLLARS PER WEEK)

INDUSTRY	JUN 1996	MAY 1996	JUN 1995
TOTAL AGRICULTURAL	266.27	263.76	261.62
TOTAL AGRICULTURAL PRODUCTION/CROPS	281.93	274.74	275.28
TOTAL FIELD CROPS	335.00	328.03	324.21
COTTON	328.06	320.76	305.11
OTHER FIELD CROPS	349.05	341.62	369.40
VEGETABLES AND MELONS	350.46	332.10	308.36
TOTAL FRUITS AND TREE NUTS	256.34	255.36	254.99
GRAPES	252.75	259.58	254.22
TREE NUTS	273.33	267.18	269.10
CITRUS FRUITS	284.69	276.80	226.67
DECIDUOUS TREE FRUIT	253.80	238.90	257.85
OTHER FRUITS AND NUTS	252.11	252.34	257.98
HORTICULTURAL SPECIALTIES	306.03	334.78	316.50
GENERAL FARM PRIMARILY CROP	293.34	273.46	289.49
TOTAL AGRIC PRODUCTION/LIVESTOCK	358.39	350.90	363.33
BEEF CATTLE FEED LOTS	368.62	367.50	366.18
BEEF CATTLE EXCEPT FEED LOTS	364.20	345.98	364.10
DAIRY FARMS	365.21	359.29	372.22
POULTRY & EGGS	353.43	338.67	336.70
OTHER LIVESTOCK	299.11	294.72	323.23
TOTAL AGRICULTURAL SERVICES	239.62	240.07	236.96
CROP SERVICES	298.87	289.98	284.62
PLANT CULTIVATE & PROTECTION	367.52	352.18	372.50
HARVEST PRIMARILY BY MACHINE	350.22	325.74	349.05
PREPARATION SVCS FOR MARKET	276.62	272.74	261.67
COTTON GINNING	350.24	286.09	319.95
TOTAL FARM LABOR & MANAGEMENT	221.16	224.46	222.55
FARM LABOR CONTRACTORS	217.33	220.80	217.62
FARM MANAGEMENT SERVICES	299.53	294.13	304.78

(1) AVERAGE WEEKLY EARNINGS INCLUDE OVERTIME PAY AND PREMIUM WAGES. THESE ARE GROSS EARNINGS BEFORE DEDUCTIONS AND EXCLUDE THE VALUE OF HOUSING AND MEALS.

TABLE 2-D  
AVERAGE HOURS WORKED BY PRODUCTION WORKERS (1)  
SAN JOAQUIN VALLEY REGION  
(IN HOURS PER WEEK)

INDUSTRY	JUN 1996	MAY 1996	JUN 1995
TOTAL AGRICULTURAL	42.4	42.0	43.1
TOTAL AGRICULTURAL PRODUCTION/CROPS	45.4	44.1	45.5
TOTAL FIELD CROPS	52.1	50.7	50.5
COTTON	51.1	49.5	48.2
OTHER FIELD CROPS	54.2	52.8	55.8
VEGETABLES AND MELONS	49.5	49.2	50.8
TOTAL FRUITS AND TREE NUTS	42.3	42.0	43.0
GRAPES	40.7	41.6	42.3
TREE NUTS	44.3	43.8	45.0
CITRUS FRUITS	41.2	40.0	36.5
DECIDUOUS TREE FRUIT	45.0	43.2	45.8
OTHER FRUITS AND NUTS	42.3	41.3	42.5
HORTICULTURAL SPECIALTIES	41.3	41.9	42.2
GENERAL FARM PRIMARILY CROP	49.3	45.5	48.9
TOTAL AGRIC PRODUCTION/LIVESTOCK	48.3	47.1	48.9
BEEF CATTLE FEED LOTS	53.5	52.5	51.0
BEEF CATTLE EXCEPT FEED LOTS	43.1	40.8	43.5
DAIRY FARMS	48.5	47.4	49.3
POULTRY & EGGS	49.5	47.7	48.1
OTHER LIVESTOCK	48.4	48.0	51.8
TOTAL AGRICULTURAL SERVICES	38.9	39.1	40.3
CROP SERVICES	41.8	40.5	42.8
PLANT CULTIVATE & PROTECTION	49.8	46.4	49.8
HARVEST PRIMARILY BY MACHINE	39.0	36.6	39.0
PREPARATION SVCS FOR MARKET	40.5	39.7	41.8
COTTON GINNING	41.4	37.3	39.5
TOTAL FARM LABOR & MANAGEMENT	38.0	38.7	39.6
FARM LABOR CONTRACTORS	37.6	38.4	39.0
FARM MANAGEMENT SERVICES	45.8	44.7	49.0

(1) AVERAGE HOURS ARE BASED ON FULL-TIME AND PART-TIME PRODUCTION WORKER DATA.

TABLE 2-E  
AVERAGE HOURLY EARNINGS OF PRODUCTION WORKERS (1)  
SAN JOAQUIN VALLEY REGION  
(IN DOLLARS PER HOUR)

INDUSTRY	JUN 1996	MAY 1996	JUN 1995
TOTAL AGRICULTURAL	6.28	6.28	6.07
TOTAL AGRICULTURAL PRODUCTION/CROPS	6.21	6.23	6.05
TOTAL FIELD CROPS	6.43	6.47	6.42
COTTON	6.42	6.48	6.33
OTHER FIELD CROPS	6.44	6.47	6.62
VEGETABLES AND MELONS	7.08	6.75	6.07
TOTAL FRUITS AND TREE NUTS	6.06	6.08	5.93
GRAPES	6.21	6.24	6.01
TREE NUTS	6.17	6.10	5.98
CITRUS FRUITS	6.91	6.92	6.21
DECIDUOUS TREE FRUIT	5.64	5.53	5.63
OTHER FRUITS AND NUTS	5.96	6.11	6.07
HORTICULTURAL SPECIALTIES	7.41	7.99	7.50
GENERAL FARM PRIMARILY CROP	5.95	6.01	5.92
TOTAL AGRIC PRODUCTION/LIVESTOCK	7.42	7.45	7.43
BEEF CATTLE FEED LOTS	6.89	7.00	7.18
BEEF CATTLE EXCEPT FEED LOTS	8.45	8.48	8.37
DAIRY FARMS	7.53	7.58	7.55
POULTRY & EGGS	7.14	7.10	7.00
OTHER LIVESTOCK	6.18	6.14	6.24
TOTAL AGRICULTURAL SERVICES	6.16	6.14	5.88
CROP SERVICES	7.15	7.16	6.65
PLANT CULTIVATE & PROTECTION	7.38	7.59	7.48
HARVEST PRIMARILY BY MACHINE	8.98	8.90	8.95
PREPARATION SVCS FOR MARKET	6.83	6.87	6.26
COTTON GINNING	8.46	7.67	8.10
TOTAL FARM LABOR & MANAGEMENT	5.82	5.80	5.62
FARM LABOR CONTRACTORS	5.78	5.75	5.58
FARM MANAGEMENT SERVICES	6.54	6.58	6.22

(1) AVERAGE HOURLY EARNINGS ARE NOT HOURLY WAGE RATES; THEY ARE GROSS EARNINGS OF FULL-TIME AND PART-TIME PRODUCTION WORKERS DIVIDED BY TOTAL HOURS FOR PRODUCTION WORKERS.



# SOUTH COAST

## Wage and Salary Employment in Agricultural Establishments

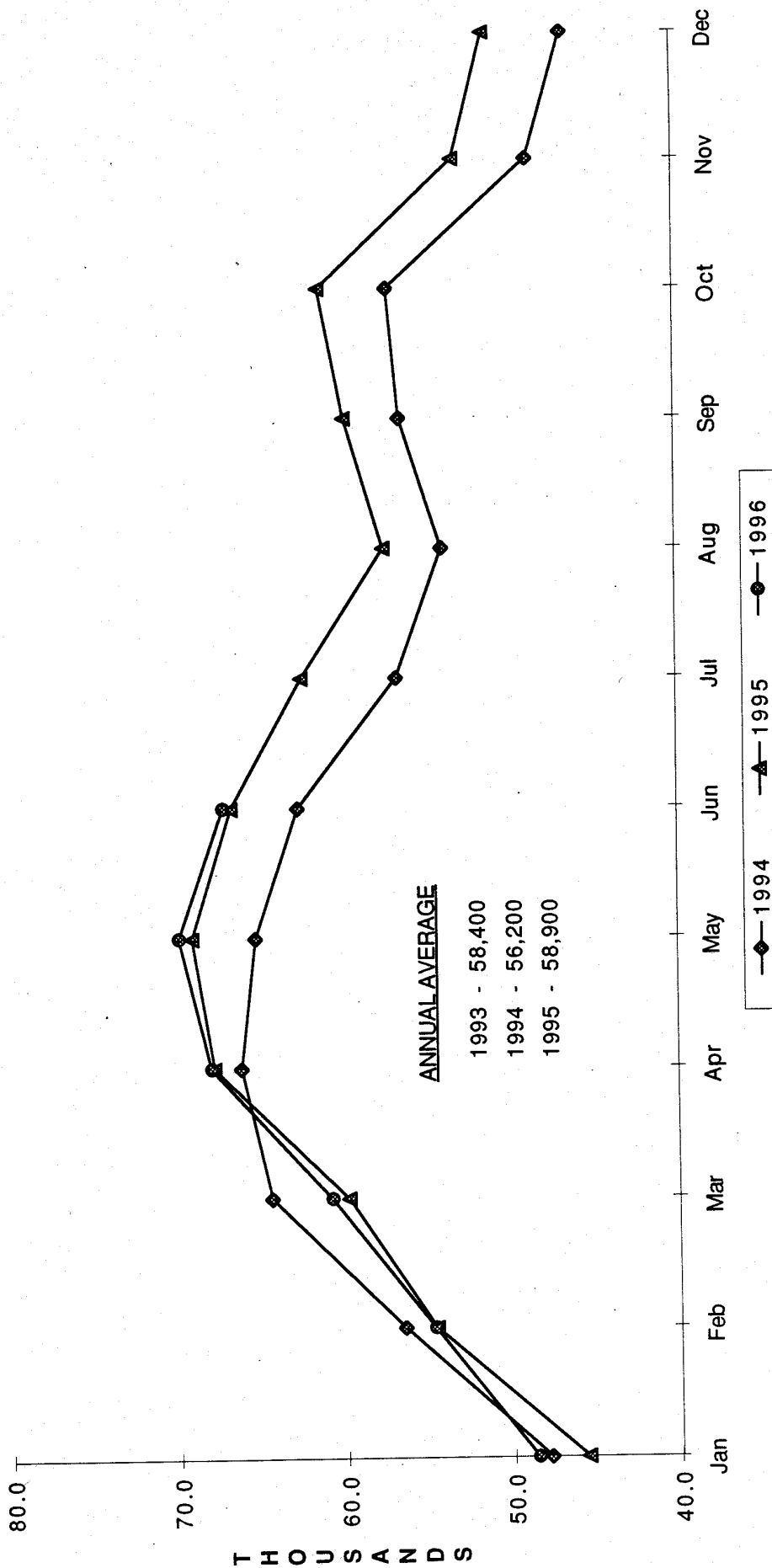


TABLE 3-A  
WAGE AND SALARY WORKERS IN AGRICULTURAL ESTABLISHMENTS (1)  
SOUTH COAST REGION  
(IN THOUSANDS)

INDUSTRY	JUN 1996	MAY 1996	JUN 1995
TOTAL AGRICULTURAL	67.2	69.9	66.7
TOTAL AGRICULTURAL PRODUCTION/CROPS	46.6	49.8	47.6
VEGETABLES AND MELONS	10.3	10.1	10.0
TOTAL FRUITS AND TREE NUTS	15.5	18.7	17.4
BERRIES	9.9	13.0	12.0
CITRUS FRUITS	2.2	2.2	2.1
OTHER FRUITS AND NUTS	3.4	3.5	3.3
TOTAL HORTICULTURAL SPECIALTIES	15.5	15.5	15.0
ORNAMENTAL FLORAL & NURSERY	14.8	14.8	14.4
FOOD CROPS GROWN UNDER COVER	0.7	0.7	0.6
GENERAL FARM PRIMARILY CROP	5.3	5.5	5.2
TOTAL AGRIC PRODUCTION/LIVESTOCK	2.0	2.0	2.0
TOTAL AGRICULTURAL SERVICES	18.6	18.1	17.1
CROP SERVICES	5.1	5.2	4.7
HARVEST PRIMARILY BY MACHINE	2.3	2.3	2.0
PREPARATION SVCS FOR MARKET	2.8	2.9	2.7
TOTAL FARM LABOR & MANAGEMENT	13.5	12.9	12.4
FARM LABOR CONTRACTORS	11.9	11.3	10.7
FARM MANAGEMENT SERVICES	1.6	1.6	1.7

(1) WAGE AND SALARY WORKERS ARE ALL EMPLOYEES RECEIVING COMPENSATION FROM AGRICULTURAL EMPLOYERS.

TABLE 3-B  
AGRICULTURAL PRODUCTION WORKERS (1)  
SOUTH COAST REGION  
(IN THOUSANDS)

INDUSTRY	JUN 1996	MAY 1996	JUN 1995
TOTAL AGRICULTURAL	61.4	64.0	61.1
TOTAL AGRICULTURAL PRODUCTION/CROPS	42.0	45.2	43.2
VEGETABLES AND MELONS	9.5	9.4	9.3
TOTAL FRUITS AND TREE NUTS	14.8	17.9	16.8
BERRIES	9.7	12.7	11.8
CITRUS FRUITS	1.9	1.9	1.8
OTHER FRUITS AND NUTS	3.2	3.3	3.2
TOTAL HORTICULTURAL SPECIALTIES	12.8	12.8	12.3
ORNAMENTAL FLORAL & NURSERY	12.1	12.1	11.7
FOOD CROPS GROWN UNDER COVER	0.7	0.7	0.6
GENERAL FARM PRIMARILY CROP	4.9	5.1	4.8
TOTAL AGRIC PRODUCTION/LIVESTOCK	1.7	1.7	1.7
TOTAL AGRICULTURAL SERVICES	17.7	17.1	16.2
CROP SERVICES	4.8	4.8	4.4
HARVEST PRIMARILY BY MACHINE	2.2	2.1	1.9
PREPARATION SVCS FOR MARKET	2.6	2.7	2.5
TOTAL FARM LABOR & MANAGEMENT	12.9	12.3	11.8
FARM LABOR CONTRACTORS	11.5	10.9	10.2
FARM MANAGEMENT SERVICES	1.4	1.4	1.6

(1) PRODUCTION WORKERS ARE EMPLOYEES ENGAGED IN COMMODITY PRODUCTION. EXCLUDED ARE MANAGERS, SUPERVISORS, OFFICE, SALES AND OTHER STAFF NOT INVOLVED IN PRODUCTION.

TABLE 3-C  
AVERAGE WEEKLY EARNINGS OF PRODUCTION WORKERS (1)  
SOUTH COAST REGION  
(IN DOLLARS PER WEEK)

INDUSTRY	JUN 1996	MAY 1996	JUN 1995
TOTAL AGRICULTURAL	289.43	293.02	281.39
TOTAL AGRICULTURAL PRODUCTION/CROPS	298.79	305.03	282.91
VEGETABLES AND MELONS	332.75	349.60	311.47
TOTAL FRUITS AND TREE NUTS	254.31	271.16	248.90
BERRIES	240.87	266.35	233.69
CITRUS FRUITS	304.50	314.36	313.04
OTHER FRUITS AND NUTS	266.74	266.09	267.90
TOTAL HORTICULTURAL SPECIALTIES	319.40	318.64	309.26
ORNAMENTAL FLORAL & NURSERY	316.44	316.14	303.15
FOOD CROPS GROWN UNDER COVER	375.83	377.94	423.20
GENERAL FARM PRIMARILY CROP	312.89	305.78	281.72
TOTAL AGRIC PRODUCTION/LIVESTOCK	346.79	336.60	337.15
TOTAL AGRICULTURAL SERVICES	261.67	257.18	272.25
CROP SERVICES	311.92	297.21	328.22
HARVEST PRIMARILY BY MACHINE	302.15	267.75	315.90
PREPARATION SVCS FOR MARKET	320.25	321.68	337.88
TOTAL FARM LABOR & MANAGEMENT	243.10	241.80	250.58
FARM LABOR CONTRACTORS	240.13	236.60	238.39
FARM MANAGEMENT SERVICES	269.86	278.20	332.01

(1) AVERAGE WEEKLY EARNINGS INCLUDE OVERTIME PAY AND PREMIUM WAGES. THESE ARE GROSS EARNINGS BEFORE DEDUCTIONS AND EXCLUDE THE VALUE OF HOUSING AND MEALS.

TABLE 3-D  
AVERAGE HOURS WORKED BY PRODUCTION WORKERS (1)  
SOUTH COAST REGION  
(IN HOURS PER WEEK)

INDUSTRY	JUN 1996	MAY 1996	JUN 1995
TOTAL AGRICULTURAL	42.5	42.1	40.9
TOTAL AGRICULTURAL PRODUCTION/CROPS	44.2	43.7	42.1
VEGETABLES AND MELONS	47.4	47.5	43.2
TOTAL FRUITS AND TREE NUTS	38.3	38.3	38.0
BERRIES	37.0	37.2	36.4
CITRUS FRUITS	40.6	41.2	43.0
OTHER FRUITS AND NUTS	41.1	41.0	40.9
TOTAL HORTICULTURAL SPECIALTIES	47.6	47.7	47.0
ORNAMENTAL FLORAL & NURSERY	47.8	47.9	47.0
FOOD CROPS GROWN UNDER COVER	45.5	45.7	46.0
GENERAL FARM PRIMARILY CROP	46.7	45.3	42.3
TOTAL AGRIC PRODUCTION/LIVESTOCK	46.3	45.0	43.9
TOTAL AGRICULTURAL SERVICES	38.2	37.6	37.5
CROP SERVICES	40.3	38.8	41.6
HARVEST PRIMARILY BY MACHINE	39.6	35.7	40.5
PREPARATION SVCS FOR MARKET	40.9	41.4	42.5
TOTAL FARM LABOR & MANAGEMENT	37.4	37.2	35.9
FARM LABOR CONTRACTORS	37.0	36.4	34.3
FARM MANAGEMENT SERVICES	41.2	42.8	46.5

(1) AVERAGE HOURS ARE BASED ON FULL-TIME AND PART-TIME PRODUCTION WORKER DATA.

TABLE 3-E  
AVERAGE HOURLY EARNINGS OF PRODUCTION WORKERS (1)  
SOUTH COAST REGION  
(IN DOLLARS PER HOUR)

INDUSTRY	JUN 1996	MAY 1996	JUN 1995
TOTAL AGRICULTURAL	6.81	6.96	6.88
TOTAL AGRICULTURAL PRODUCTION/CROPS	6.76	6.98	6.72
VEGETABLES AND MELONS	7.02	7.36	7.21
TOTAL FRUITS AND TREE NUTS	6.64	7.08	6.55
BERRIES	6.51	7.16	6.42
CITRUS FRUITS	7.50	7.63	7.28
OTHER FRUITS AND NUTS	6.49	6.49	6.55
TOTAL HORTICULTURAL SPECIALTIES	6.71	6.68	6.58
ORNAMENTAL FLORAL & NURSERY	6.62	6.60	6.45
FOOD CROPS GROWN UNDER COVER	8.26	8.27	9.20
GENERAL FARM PRIMARILY CROP	6.70	6.75	6.66
TOTAL AGRIC PRODUCTION/LIVESTOCK	7.49	7.48	7.68
TOTAL AGRICULTURAL SERVICES	6.85	6.84	7.26
CROP SERVICES	7.74	7.66	7.89
HARVEST PRIMARILY BY MACHINE	7.63	7.50	7.80
PREPARATION SVCS FOR MARKET	7.83	7.77	7.95
TOTAL FARM LABOR & MANAGEMENT	6.50	6.50	6.98
FARM LABOR CONTRACTORS	6.49	6.50	6.95
FARM MANAGEMENT SERVICES	6.55	6.50	7.14

(1) AVERAGE HOURLY EARNINGS ARE NOT HOURLY WAGE RATES; THEY ARE GROSS EARNINGS OF FULL-TIME AND PART-TIME PRODUCTION WORKERS DIVIDED BY TOTAL HOURS FOR PRODUCTION WORKERS.

# CENTRAL COAST

## Wage and Salary Employment in Agricultural Establishments

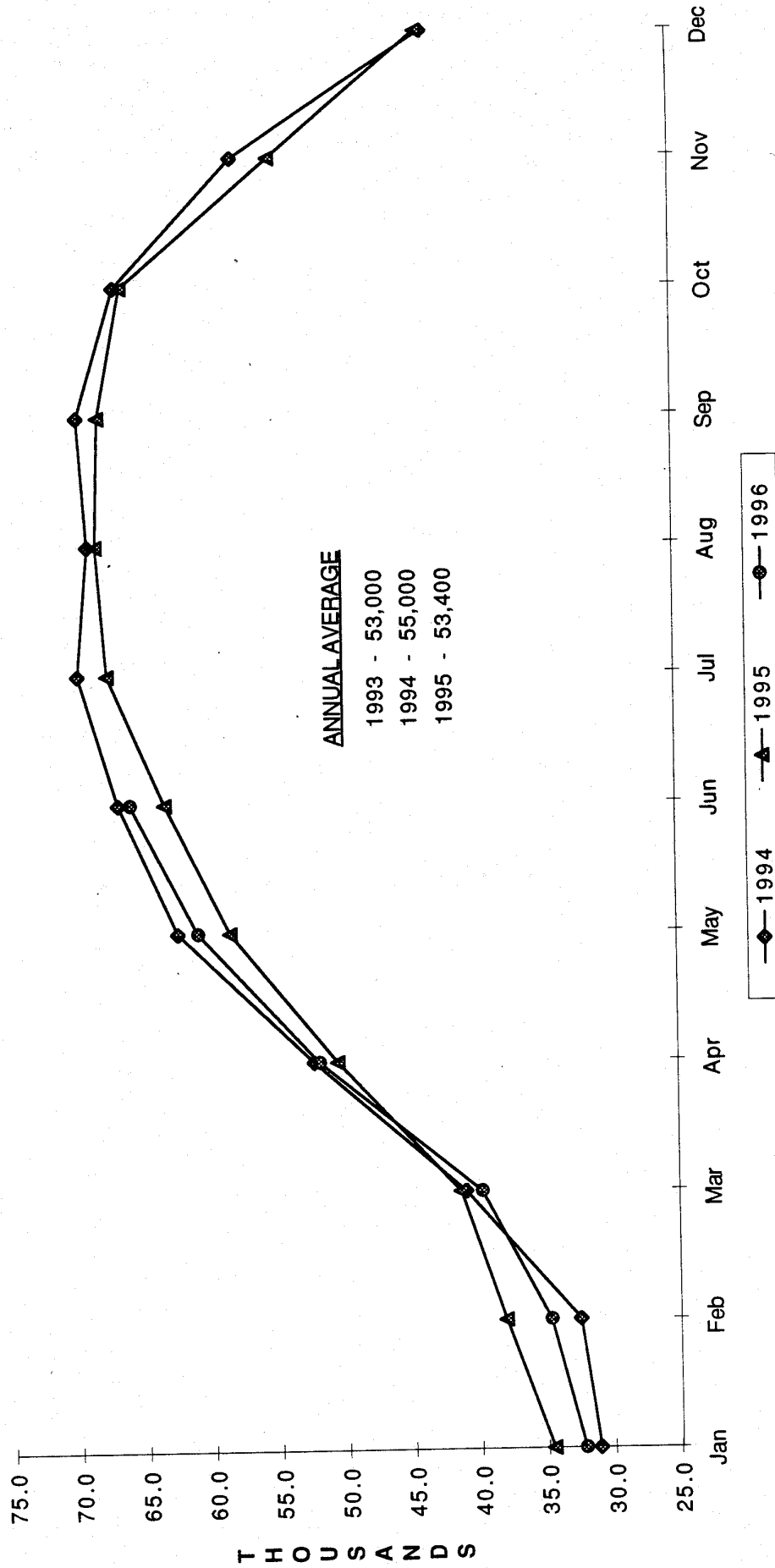


TABLE 4-A  
WAGE AND SALARY WORKERS IN AGRICULTURAL ESTABLISHMENTS (1)  
CENTRAL COAST REGION  
(IN THOUSANDS)

INDUSTRY	JUN 1996	MAY 1996	JUN 1995
TOTAL AGRICULTURAL	65.9	60.9	63.3
TOTAL AGRICULTURAL PRODUCTION/CROPS	43.9	40.0	42.0
VEGETABLES AND MELONS	13.6	12.9	12.4
TOTAL FRUITS AND TREE NUTS	17.3	14.3	16.7
BERRIES	14.5	12.1	14.3
DECIDUOUS TREE FRUIT	1.4	0.9	1.3
OTHER FRUITS AND NUTS	1.4	1.3	1.1
TOTAL HORTICULTURAL SPECIALTIES	9.9	10.1	9.8
ORNAMENTAL FLORAL & NURSERY	7.7	7.9	7.6
FOOD CROPS GROWN UNDER COVER	2.2	2.2	2.2
GENERAL FARM PRIMARILY CROP	3.1	2.7	3.1
TOTAL AGRIC PRODUCTION/LIVESTOCK	1.2	1.1	1.2
TOTAL AGRICULTURAL SERVICES	20.8	19.8	20.1
CROP SERVICES	8.2	8.0	9.8
HARVEST PRIMARILY BY MACHINE	2.8	2.9	3.4
PREPARATION SVCS FOR MARKET	5.4	5.1	6.4
TOTAL FARM LABOR & MANAGEMENT	12.6	11.8	10.3

(1) WAGE AND SALARY WORKERS ARE ALL EMPLOYEES RECEIVING COMPENSATION FROM AGRICULTURAL EMPLOYERS.



TABLE 4-B  
 AGRICULTURAL PRODUCTION WORKERS (1)  
 CENTRAL COAST REGION  
 (IN THOUSANDS)

INDUSTRY	JUN 1996	MAY 1996	JUN 1995
TOTAL AGRICULTURAL	61.8	56.7	58.9
TOTAL AGRICULTURAL PRODUCTION/CROPS	40.8	36.7	38.6
VEGETABLES AND MELONS	12.5	11.8	11.3
TOTAL FRUITS AND TREE NUTS	17.1	14.0	16.4
BERRIES	14.4	12.0	14.2
DECIDUOUS TREE FRUIT	1.4	0.8	1.2
OTHER FRUITS AND NUTS	1.3	1.2	1.0
TOTAL HORTICULTURAL SPECIALTIES	8.3	8.4	8.1
ORNAMENTAL FLORAL & NURSERY	6.3	6.5	6.2
FOOD CROPS GROWN UNDER COVER	2.0	1.9	1.9
GENERAL FARM PRIMARILY CROP	2.9	2.5	2.8
TOTAL AGRIC PRODUCTION/LIVESTOCK	0.9	0.8	0.9
TOTAL AGRICULTURAL SERVICES	20.1	19.2	19.4
CROP SERVICES	7.6	7.4	9.2
HARVEST PRIMARILY BY MACHINE	2.7	2.8	3.3
PREPARATION SVCS FOR MARKET	4.9	4.6	5.9
TOTAL FARM LABOR & MANAGEMENT	12.5	11.8	10.2

(1) PRODUCTION WORKERS ARE EMPLOYEES ENGAGED IN COMMODITY PRODUCTION. EXCLUDED ARE MANAGERS, SUPERVISORS, OFFICE, SALES AND OTHER STAFF NOT INVOLVED IN PRODUCTION.

TABLE 4-C  
AVERAGE WEEKLY EARNINGS OF PRODUCTION WORKERS (1)  
CENTRAL COAST REGION  
(IN DOLLARS PER WEEK)

INDUSTRY	JUN 1996	MAY 1996	JUN 1995
TOTAL AGRICULTURAL	311.53	310.06	313.54
TOTAL AGRICULTURAL PRODUCTION/CROPS	324.97	320.03	326.10
VEGETABLES AND MELONS	358.30	361.69	336.69
TOTAL FRUITS AND TREE NUTS	299.10	272.15	309.95
BERRIES	297.79	268.54	314.93
DECIDUOUS TREE FRUIT	272.38	263.86	259.95
OTHER FRUITS AND NUTS	347.70	315.46	301.82
TOTAL HORTICULTURAL SPECIALTIES	328.67	337.72	335.15
ORNAMENTAL FLORAL & NURSERY	315.25	323.56	322.25
FOOD CROPS GROWN UNDER COVER	372.91	388.24	377.73
GENERAL FARM PRIMARILY CROP	320.78	330.75	360.06
TOTAL AGRIC PRODUCTION/LIVESTOCK	348.69	355.81	343.53
TOTAL AGRICULTURAL SERVICES	283.10	288.95	286.92
CROP SERVICES	335.38	334.53	326.47
HARVEST PRIMARILY BY MACHINE	355.64	340.17	310.76
PREPARATION SVCS FOR MARKET	324.58	330.89	336.19
TOTAL FARM LABOR & MANAGEMENT	250.90	261.20	251.34

(1) AVERAGE WEEKLY EARNINGS INCLUDE OVERTIME PAY AND PREMIUM WAGES. THESE ARE GROSS EARNINGS BEFORE DEDUCTIONS AND EXCLUDE THE VALUE OF HOUSING AND MEALS.

TABLE 4-D  
AVERAGE HOURS WORKED BY PRODUCTION WORKERS (1)  
CENTRAL COAST REGION  
(IN HOURS PER WEEK)

INDUSTRY	JUN 1996	MAY 1996	JUN 1995
TOTAL AGRICULTURAL	42.5	42.3	42.6
TOTAL AGRICULTURAL PRODUCTION/CROPS	44.7	43.9	45.8
VEGETABLES AND MELONS	44.9	45.9	43.0
TOTAL FRUITS AND TREE NUTS	43.6	40.2	46.4
BERRIES	43.6	40.2	47.5
DECIDUOUS TREE FRUIT	44.8	39.5	42.2
OTHER FRUITS AND NUTS	43.3	40.6	35.3
TOTAL HORTICULTURAL SPECIALTIES	44.9	45.7	46.1
ORNAMENTAL FLORAL & NURSERY	45.1	45.7	46.3
FOOD CROPS GROWN UNDER COVER	44.5	46.0	45.4
GENERAL FARM PRIMARILY CROP	49.2	49.0	53.5
TOTAL AGRIC PRODUCTION/LIVESTOCK	45.7	45.5	45.5
TOTAL AGRICULTURAL SERVICES	38.0	39.1	36.0
CROP SERVICES	41.0	41.3	36.6
HARVEST PRIMARILY BY MACHINE	44.4	42.1	38.7
PREPARATION SVCS FOR MARKET	39.2	40.8	35.5
TOTAL FARM LABOR & MANAGEMENT	36.1	37.8	35.5

(1) AVERAGE HOURS ARE BASED ON FULL-TIME AND PART-TIME PRODUCTION WORKER DATA.

TABLE 4-E  
AVERAGE HOURLY EARNINGS OF PRODUCTION WORKERS (1)  
CENTRAL COAST REGION  
(IN DOLLARS PER HOUR)

INDUSTRY	JUN 1996	MAY 1996	JUN 1995
TOTAL AGRICULTURAL	7.33	7.33	7.36
TOTAL AGRICULTURAL PRODUCTION/CROPS	7.27	7.29	7.12
VEGETABLES AND MELONS	7.98	7.88	7.83
TOTAL FRUITS AND TREE NUTS	6.86	6.77	6.68
BERRIES	6.83	6.68	6.63
DECIDUOUS TREE FRUIT	6.08	6.68	6.16
OTHER FRUITS AND NUTS	8.03	7.77	8.55
TOTAL HORTICULTURAL SPECIALTIES	7.32	7.39	7.27
ORNAMENTAL FLORAL & NURSERY	6.99	7.08	6.96
FOOD CROPS GROWN UNDER COVER	8.38	8.44	8.32
GENERAL FARM PRIMARILY CROP	6.52	6.75	6.73
TOTAL AGRIC PRODUCTION/LIVESTOCK	7.63	7.82	7.55
TOTAL AGRICULTURAL SERVICES	7.45	7.39	7.97
CROP SERVICES	8.18	8.10	8.92
HARVEST PRIMARILY BY MACHINE	8.01	8.08	8.03
PREPARATION SVCS FOR MARKET	8.28	8.11	9.47
TOTAL FARM LABOR & MANAGEMENT	6.95	6.91	7.08

(1) AVERAGE HOURLY EARNINGS ARE NOT HOURLY WAGE RATES; THEY ARE GROSS EARNINGS OF FULL-TIME AND PART-TIME PRODUCTION WORKERS DIVIDED BY TOTAL HOURS FOR PRODUCTION WORKERS.

# DESERT

## Wage and Salary Employment in Agricultural Establishments

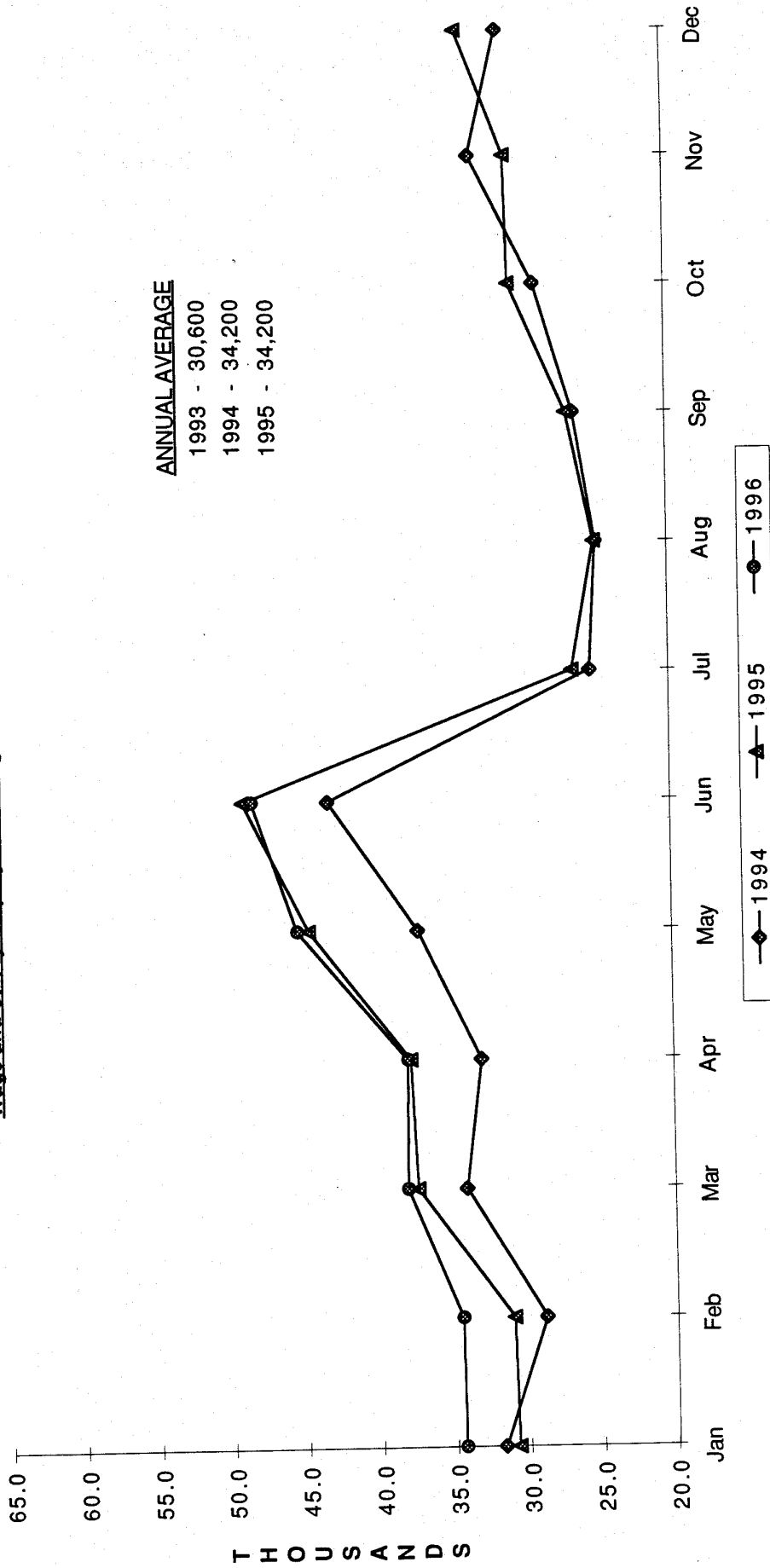


TABLE 5-A  
WAGE AND SALARY WORKERS IN AGRICULTURAL ESTABLISHMENTS (1)  
DESERT REGION  
(IN THOUSANDS)

INDUSTRY	JUN 1996	MAY 1996	JUN 1995
TOTAL AGRICULTURAL	48.4	45.4	49.0
TOTAL AGRICULTURAL PRODUCTION/CROPS	18.9	18.2	19.6
FIELD CROPS	1.5	1.5	1.6
VEGETABLES AND MELONS	3.4	4.1	3.2
TOTAL FRUITS AND TREE NUTS	9.1	7.9	9.7
GRAPES	7.0	5.4	7.8
CITRUS FRUITS	1.0	1.1	0.8
OTHER FRUITS AND NUTS	1.1	1.4	1.1
HORTICULTURAL SPECIALTIES	1.1	1.0	1.0
GENERAL FARM PRIMARILY CROP	3.8	3.7	4.1
TOTAL AGRIC PRODUCTION/LIVESTOCK	4.9	4.9	4.6
DAIRY FARMS	1.1	1.1	1.0
CHICKEN EGGS	0.8	0.8	0.7
OTHER LIVESTOCK	3.0	3.0	2.9
TOTAL AGRICULTURAL SERVICES	24.6	22.3	24.8
CROP SERVICES	6.5	5.5	7.1
PLANT CULTIVATE & PROTECTION	0.8	0.7	0.7
HARVEST PRIMARILY BY MACHINE	1.9	1.4	1.8
PREPARATION SVCS FOR MARKET	3.8	3.4	4.6
TOTAL FARM LABOR & MANAGEMENT	18.1	16.8	17.7

(1) WAGE AND SALARY WORKERS ARE ALL EMPLOYEES RECEIVING COMPENSATION FROM AGRICULTURAL EMPLOYERS.

TABLE 5-B  
AGRICULTURAL PRODUCTION WORKERS (1)  
DESERT REGION  
(IN THOUSANDS)

INDUSTRY	JUN 1996	MAY 1996	JUN 1995
TOTAL AGRICULTURAL	45.9	42.8	46.6
TOTAL AGRICULTURAL PRODUCTION/CROPS	17.9	17.1	18.5
FIELD CROPS	1.4	1.4	1.5
VEGETABLES AND MELONS	3.1	3.7	3.0
TOTAL FRUITS AND TREE NUTS	8.9	7.6	9.4
GRAPES	7.0	5.3	7.7
CITRUS FRUITS	0.9	1.0	0.8
OTHER FRUITS AND NUTS	1.0	1.3	0.9
HORTICULTURAL SPECIALTIES	0.9	0.9	0.8
GENERAL FARM PRIMARILY CROP	3.6	3.5	3.8
TOTAL AGRIC PRODUCTION/LIVESTOCK	4.3	4.3	4.1
DAIRY FARMS	1.0	1.0	1.0
CHICKEN EGGS	0.6	0.6	0.5
OTHER LIVESTOCK	2.7	2.7	2.6
TOTAL AGRICULTURAL SERVICES	23.7	21.4	24.0
CROP SERVICES	5.9	4.9	6.5
PLANT CULTIVATE & PROTECTION	0.6	0.6	0.6
HARVEST PRIMARILY BY MACHINE	1.8	1.3	1.7
PREPARATION SVCS FOR MARKET	3.5	3.0	4.2
TOTAL FARM LABOR & MANAGEMENT	17.8	16.5	17.5

(1) PRODUCTION WORKERS ARE EMPLOYEES ENGAGED IN COMMODITY PRODUCTION. EXCLUDED ARE MANAGERS, SUPERVISORS, OFFICE, SALES AND OTHER STAFF NOT INVOLVED IN PRODUCTION.

TABLE 5-C  
AVERAGE WEEKLY EARNINGS OF PRODUCTION WORKERS (1)  
DESERT REGION  
(IN DOLLARS PER WEEK)

INDUSTRY	JUN 1996	MAY 1996	JUN 1995
TOTAL AGRICULTURAL	276.48	268.14	269.96
TOTAL AGRICULTURAL PRODUCTION/CROPS	295.55	279.72	268.26
FIELD CROPS	335.43	327.85	340.48
VEGETABLES AND MELONS	331.36	312.16	276.68
TOTAL FRUITS AND TREE NUTS	286.62	249.76	255.25
GRAPES	288.27	244.44	250.21
CITRUS FRUITS	288.29	298.66	286.82
OTHER FRUITS AND NUTS	269.18	237.01	277.72
HORTICULTURAL SPECIALTIES	317.65	346.41	289.87
GENERAL FARM PRIMARILY CROP	265.51	274.81	260.15
TOTAL AGRIC PRODUCTION/LIVESTOCK	368.70	361.32	385.05
DAIRY FARMS	437.69	425.70	469.37
CHICKEN EGGS	301.62	295.30	296.02
OTHER LIVESTOCK	357.63	351.70	370.76
TOTAL AGRICULTURAL SERVICES	245.81	240.26	251.78
CROP SERVICES	273.07	272.06	238.76
PLANT CULTIVATE & PROTECTION	343.43	335.69	297.60
HARVEST PRIMARILY BY MACHINE	224.94	214.79	176.12
PREPARATION SVCS FOR MARKET	285.24	285.09	256.75
TOTAL FARM LABOR & MANAGEMENT	236.58	230.41	255.99

(1) AVERAGE WEEKLY EARNINGS INCLUDE OVERTIME PAY AND PREMIUM WAGES. THESE ARE GROSS EARNINGS BEFORE DEDUCTIONS AND EXCLUDE THE VALUE OF HOUSING AND MEALS.



TABLE 5-D  
AVERAGE HOURS WORKED BY PRODUCTION WORKERS (1)  
DESERT REGION  
(IN HOURS PER WEEK)

INDUSTRY	JUN 1996	MAY 1996	JUN 1995
TOTAL AGRICULTURAL	40.9	41.0	39.7
TOTAL AGRICULTURAL PRODUCTION/CROPS	43.4	43.1	40.4
FIELD CROPS	50.9	49.3	51.2
VEGETABLES AND MELONS	44.9	46.8	46.5
TOTAL FRUITS AND TREE NUTS	41.3	37.9	35.9
GRAPES	41.3	36.0	34.8
CITRUS FRUITS	41.6	43.6	40.8
OTHER FRUITS AND NUTS	40.6	41.8	41.7
HORTICULTURAL SPECIALTIES	43.1	45.7	41.0
GENERAL FARM PRIMARILY CROP	44.4	47.3	42.3
TOTAL AGRIC PRODUCTION/LIVESTOCK	50.3	49.7	51.0
DAIRY FARMS	50.6	50.2	50.2
CHICKEN EGGS	47.8	47.4	47.9
OTHER LIVESTOCK	50.8	50.1	52.0
TOTAL AGRICULTURAL SERVICES	37.3	37.6	37.3
CROP SERVICES	41.5	41.6	37.6
PLANT CULTIVATE & PROTECTION	54.6	53.2	48.0
HARVEST PRIMARILY BY MACHINE	34.5	33.3	29.7
PREPARATION SVCS FOR MARKET	42.7	43.0	39.5
TOTAL FARM LABOR & MANAGEMENT	35.9	36.4	37.1

(1) AVERAGE HOURS ARE BASED ON FULL-TIME AND PART-TIME PRODUCTION WORKER DATA.

TABLE 5-E  
AVERAGE HOURLY EARNINGS OF PRODUCTION WORKERS (1)  
DESERT REGION  
(IN DOLLARS PER HOUR)

INDUSTRY	JUN 1996	MAY 1996	JUN 1995
TOTAL AGRICULTURAL	6.76	6.54	6.80
TOTAL AGRICULTURAL PRODUCTION/CROPS	6.81	6.49	6.64
FIELD CROPS	6.59	6.65	6.65
VEGETABLES AND MELONS	7.38	6.67	5.95
TOTAL FRUITS AND TREE NUTS	6.94	6.59	7.11
GRAPES	6.98	6.79	7.19
CITRUS FRUITS	6.93	6.85	7.03
OTHER FRUITS AND NUTS	6.63	5.67	6.66
HORTICULTURAL SPECIALTIES	7.37	7.58	7.07
GENERAL FARM PRIMARILY CROP	5.98	5.81	6.15
TOTAL AGRIC PRODUCTION/LIVESTOCK	7.33	7.27	7.55
DAIRY FARMS	8.65	8.48	9.35
CHICKEN EGGS	6.31	6.23	6.18
OTHER LIVESTOCK	7.04	7.02	7.13
TOTAL AGRICULTURAL SERVICES	6.59	6.39	6.75
CROP SERVICES	6.58	6.54	6.35
PLANT CULTIVATE & PROTECTION	6.29	6.31	6.20
HARVEST PRIMARILY BY MACHINE	6.52	6.45	5.93
PREPARATION SVCS FOR MARKET	6.68	6.63	6.50
TOTAL FARM LABOR & MANAGEMENT	6.59	6.33	6.90

(1) AVERAGE HOURLY EARNINGS ARE NOT HOURLY WAGE RATES; THEY ARE GROSS EARNINGS OF FULL-TIME AND PART-TIME PRODUCTION WORKERS DIVIDED BY TOTAL HOURS FOR PRODUCTION WORKERS.

# SACRAMENTO

## Wage and Salary Employment in Agricultural Establishments

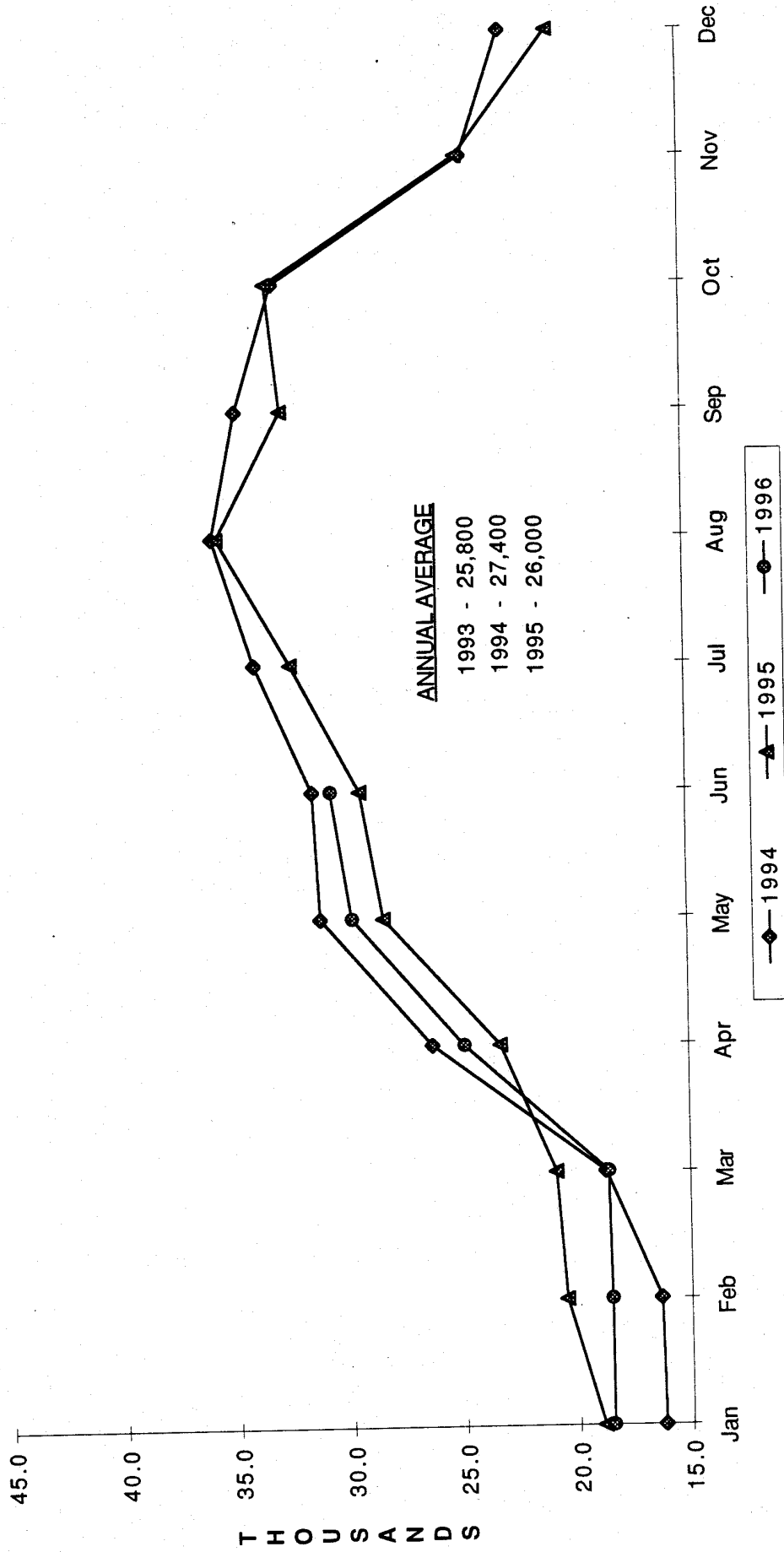


TABLE 6-A  
WAGE AND SALARY WORKERS IN AGRICULTURAL ESTABLISHMENTS (1)  
SACRAMENTO VALLEY REGION  
(IN THOUSANDS)

INDUSTRY	JUN 1996	MAY 1996	JUN 1995
TOTAL AGRICULTURAL	30.7	29.8	29.4
TOTAL AGRICULTURAL PRODUCTION/CROPS	20.5	20.1	19.3
RICE	1.3	1.7	1.4
VEGETABLES AND MELONS	3.2	2.9	3.0
TOTAL FRUIT AND TREE NUTS	7.1	7.2	7.2
TREE NUTS	1.9	2.0	2.0
DECIDUOUS TREE FRUIT	3.2	3.4	3.4
OTHER FRUITS AND NUTS	2.0	1.8	1.8
HORTICULTURAL SPECIALTIES	2.0	1.7	1.7
GENERAL FARM PRIMARILY CROP	6.9	6.6	6.0
TOTAL AGRIC PRODUCTION/LIVESTOCK	1.9	1.9	1.9
TOTAL AGRICULTURAL SERVICES	8.3	7.8	8.2
CROP SERVICES	2.7	2.9	2.5
HARVEST PRIMARILY BY MACHINE	1.3	1.5	1.2
PREPARATION SVCS FOR MARKET	1.4	1.4	1.3
TOTAL FARM LABOR & MANAGEMENT	5.6	4.9	5.7

(1) WAGE AND SALARY WORKERS ARE ALL EMPLOYEES RECEIVING COMPENSATION FROM AGRICULTURAL EMPLOYERS.

TABLE 6-B  
AGRICULTURAL PRODUCTION WORKERS (1)  
SACRAMENTO VALLEY REGION  
(IN THOUSANDS)

INDUSTRY	JUN 1996	MAY 1996	JUN 1995
TOTAL AGRICULTURAL	28.5	27.6	27.1
TOTAL AGRICULTURAL PRODUCTION/CROPS	19.0	18.6	17.9
RICE	1.1	1.5	1.2
VEGETABLES AND MELONS	3.1	2.8	2.9
TOTAL FRUIT AND TREE NUTS	6.6	6.6	6.7
TREE NUTS	1.7	1.8	1.8
DECIDUOUS TREE FRUIT	3.0	3.2	3.2
OTHER FRUITS AND NUTS	1.9	1.6	1.7
HORTICULTURAL SPECIALTIES	1.8	1.5	1.5
GENERAL FARM PRIMARILY CROP	6.4	6.2	5.6
TOTAL AGRIC PRODUCTION/LIVESTOCK	1.7	1.7	1.7
TOTAL AGRICULTURAL SERVICES	7.8	7.3	7.5
CROP SERVICES	2.2	2.5	1.9
HARVEST PRIMARILY BY MACHINE	1.1	1.3	0.9
PREPARATION SVCS FOR MARKET	1.1	1.2	1.0
TOTAL FARM LABOR & MANAGEMENT	5.6	4.8	5.6

(1) PRODUCTION WORKERS ARE EMPLOYEES ENGAGED IN COMMODITY PRODUCTION. EXCLUDED ARE MANAGERS, SUPERVISORS, OFFICE, SALES AND OTHER STAFF NOT INVOLVED IN PRODUCTION.

TABLE 6-C  
AVERAGE WEEKLY EARNINGS OF PRODUCTION WORKERS (1)  
SACRAMENTO VALLEY REGION  
(IN DOLLARS PER WEEK)

INDUSTRY	JUN 1996	MAY 1996	JUN 1995
TOTAL AGRICULTURAL	316.37	305.56	311.10
TOTAL AGRICULTURAL PRODUCTION/CROPS	331.36	312.98	328.51
RICE	381.98	383.39	397.48
VEGETABLES AND MELONS	382.82	389.06	389.88
TOTAL FRUIT AND TREE NUTS	274.66	249.49	273.56
TREE NUTS	296.26	280.90	294.22
DECIDUOUS TREE FRUIT	274.07	231.42	271.94
OTHER FRUITS AND NUTS	257.47	251.49	255.21
HORTICULTURAL SPECIALTIES	307.34	313.17	303.51
GENERAL FARM PRIMARILY CROP	362.99	328.45	353.25
TOTAL AGRIC PRODUCTION/LIVESTOCK	323.95	320.69	302.80
TOTAL AGRICULTURAL SERVICES	278.38	285.33	272.08
CROP SERVICES	322.37	356.55	341.95
HARVEST PRIMARILY BY MACHINE	347.33	421.68	380.16
PREPARATION SVCS FOR MARKET	298.19	287.56	307.86
TOTAL FARM LABOR & MANAGEMENT	260.35	249.21	248.43

(1) AVERAGE WEEKLY EARNINGS INCLUDE OVERTIME PAY AND PREMIUM WAGES. THESE ARE GROSS EARNINGS BEFORE DEDUCTIONS AND EXCLUDE THE VALUE OF HOUSING AND MEALS.

TABLE 6-D  
AVERAGE HOURS WORKED BY PRODUCTION WORKERS (1)  
SACRAMENTO VALLEY REGION  
(IN HOURS PER WEEK)

INDUSTRY	JUN 1996	MAY 1996	JUN 1995
TOTAL AGRICULTURAL	49.9	47.3	51.0
TOTAL AGRICULTURAL PRODUCTION/CROPS	52.1	48.6	52.9
RICE	53.8	51.6	54.3
VEGETABLES AND MELONS	54.3	55.9	57.0
TOTAL FRUIT AND TREE NUTS	45.1	40.7	45.9
TREE NUTS	47.1	44.8	47.0
DECIDUOUS TREE FRUIT	45.3	38.0	44.8
OTHER FRUITS AND NUTS	43.2	41.5	47.0
HORTICULTURAL SPECIALTIES	45.6	43.8	45.3
GENERAL FARM PRIMARILY CROP	59.8	54.2	60.8
TOTAL AGRIC PRODUCTION/LIVESTOCK	47.5	47.3	46.8
TOTAL AGRICULTURAL SERVICES	44.9	44.1	47.4
CROP SERVICES	44.1	47.1	47.1
HARVEST PRIMARILY BY MACHINE	47.0	54.2	52.8
PREPARATION SVCS FOR MARKET	41.3	39.5	42.0
TOTAL FARM LABOR & MANAGEMENT	45.2	42.6	47.5

(1) AVERAGE HOURS ARE BASED ON FULL-TIME AND PART-TIME PRODUCTION WORKER DATA.

TABLE 6-E  
AVERAGE HOURLY EARNINGS OF PRODUCTION WORKERS (1)  
SACRAMENTO VALLEY REGION  
(IN DOLLARS PER HOUR)

INDUSTRY	JUN 1996	MAY 1996	JUN 1995
TOTAL AGRICULTURAL	6.34	6.46	6.10
TOTAL AGRICULTURAL PRODUCTION/CROPS	6.36	6.44	6.21
RICE	7.10	7.43	7.32
VEGETABLES AND MELONS	7.05	6.96	6.84
TOTAL FRUIT AND TREE NUTS	6.09	6.13	5.96
TREE NUTS	6.29	6.27	6.26
DECIDUOUS TREE FRUIT	6.05	6.09	6.07
OTHER FRUITS AND NUTS	5.96	6.06	5.43
HORTICULTURAL SPECIALTIES	6.74	7.15	6.70
GENERAL FARM PRIMARILY CROP	6.07	6.06	5.81
TOTAL AGRIC PRODUCTION/LIVESTOCK	6.82	6.78	6.47
TOTAL AGRICULTURAL SERVICES	6.20	6.47	5.74
CROP SERVICES	7.31	7.57	7.26
HARVEST PRIMARILY BY MACHINE	7.39	7.78	7.20
PREPARATION SVCS FOR MARKET	7.22	7.28	7.33
TOTAL FARM LABOR & MANAGEMENT	5.76	5.85	5.23

(1) AVERAGE HOURLY EARNINGS ARE NOT HOURLY WAGE RATES; THEY ARE GROSS EARNINGS OF FULL-TIME AND PART-TIME PRODUCTION WORKERS DIVIDED BY TOTAL HOURS FOR PRODUCTION WORKERS.



# NORTH COAST

## Wage and Salary Employment in Agricultural Establishments

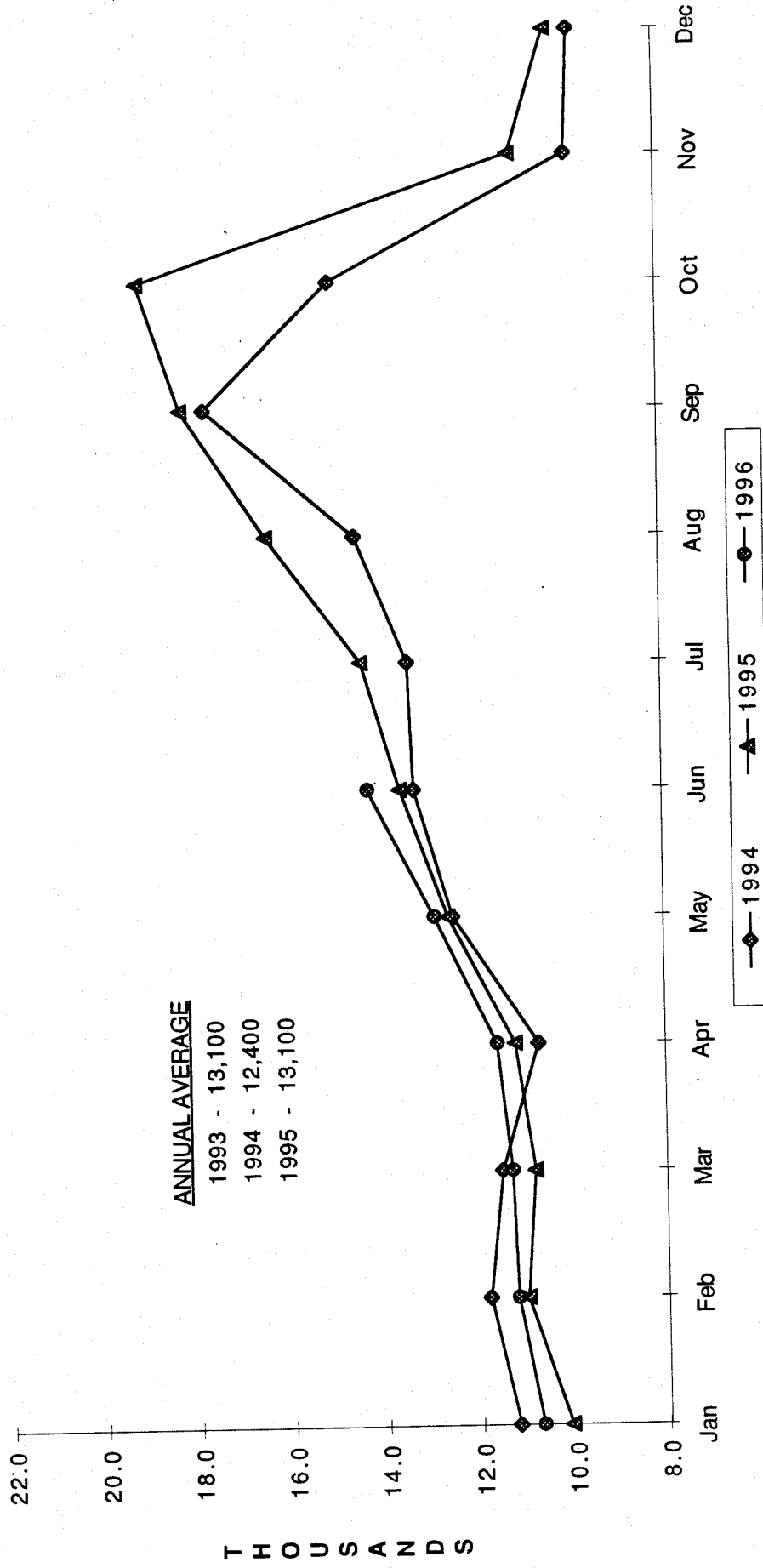


TABLE 7-A  
WAGE AND SALARY WORKERS IN AGRICULTURAL ESTABLISHMENTS (1)  
NORTH COAST REGION  
(IN THOUSANDS)

INDUSTRY	JUN 1996	MAY 1996	JUN 1995
TOTAL AGRICULTURAL	14.3	12.9	13.6
TOTAL AGRICULTURAL PRODUCTION/CROPS	10.5	9.4	9.9
TOTAL FRUITS AND TREE NUTS	8.2	7.2	7.5
GRAPES	7.0	6.2	6.2
OTHER FRUITS AND NUTS	1.2	1.0	1.3
TOTAL HORTICULTURAL SPECIALTIES	1.3	1.3	1.4
GENERAL FARM PRIMARILY CROP (2)	1.0	0.9	1.0
TOTAL AGRIC PRODUCTION/LIVESTOCK	1.7	1.6	1.8
TOTAL AGRICULTURAL SERVICES	2.1	1.9	1.9

- (1) WAGE AND SALARY WORKERS ARE ALL EMPLOYEES RECEIVING COMPENSATION FROM AGRICULTURAL EMPLOYERS.
- (2) INSUFFICIENT SAMPLE TO SUPPORT PRODUCTION WORKER, HOURS, OR EARNINGS ESTIMATES.

TABLE 7-B  
AGRICULTURAL PRODUCTION WORKERS (1)  
NORTH COAST REGION  
(IN THOUSANDS)

INDUSTRY	JUN 1996	MAY 1996	JUN 1995
TOTAL AGRICULTURAL	12.3	11.1	11.5
TOTAL AGRICULTURAL PRODUCTION/CROPS	8.8	7.8	8.2
TOTAL FRUITS AND TREE NUTS	6.7	5.8	6.0
GRAPES	5.6	4.8	4.8
OTHER FRUITS AND NUTS	1.1	1.0	1.2
TOTAL HORTICULTURAL SPECIALTIES	1.1	1.1	1.2
TOTAL AGRIC PRODUCTION/LIVESTOCK	1.6	1.5	1.5
TOTAL AGRICULTURAL SERVICES	1.9	1.8	1.8

(1) PRODUCTION WORKERS ARE EMPLOYEES ENGAGED IN COMMODITY PRODUCTION. EXCLUDED ARE MANAGERS, SUPERVISORS, OFFICE, SALES AND OTHER STAFF NOT INVOLVED IN PRODUCTION.

TABLE 7-C  
AVERAGE WEEKLY EARNINGS OF PRODUCTION WORKERS (1)  
NORTH COAST REGION  
(IN DOLLARS PER WEEK)

INDUSTRY	JUN 1996	MAY 1996	JUN 1995
TOTAL AGRICULTURAL	331.20	314.49	324.47
TOTAL AGRICULTURAL PRODUCTION/CROPS	326.88	306.81	318.28
TOTAL FRUITS AND TREE NUTS	336.60	314.24	322.11
GRAPES	343.20	332.83	343.96
OTHER FRUITS AND NUTS	303.61	219.10	235.75
TOTAL HORTICULTURAL SPECIALTIES	290.28	284.46	272.87
TOTAL AGRIC PRODUCTION/LIVESTOCK	337.96	325.01	317.05
TOTAL AGRICULTURAL SERVICES	344.40	340.45	357.39

(1) AVERAGE WEEKLY EARNINGS INCLUDE OVERTIME PAY AND PREMIUM WAGES. THESE ARE GROSS EARNINGS BEFORE DEDUCTIONS AND EXCLUDE THE VALUE OF HOUSING AND MEALS.

TABLE 7-D  
AVERAGE HOURS WORKED BY PRODUCTION WORKERS (1)  
NORTH COAST REGION  
(IN HOURS PER WEEK)

INDUSTRY	JUN 1996	MAY 1996	JUN 1995
TOTAL AGRICULTURAL	45.0	42.1	45.7
TOTAL AGRICULTURAL PRODUCTION/CROPS	45.4	41.8	46.6
TOTAL FRUITS AND TREE NUTS	45.0	40.6	44.8
GRAPES	44.0	41.5	45.8
OTHER FRUITS AND NUTS	50.1	35.8	41.0
TOTAL HORTICULTURAL SPECIALTIES	42.5	43.1	43.8
TOTAL AGRIC PRODUCTION/LIVESTOCK	47.6	46.1	45.1
TOTAL AGRICULTURAL SERVICES	41.0	40.1	41.8

(1) AVERAGE HOURS ARE BASED ON FULL-TIME AND PART-TIME PRODUCTION WORKER DATA.

TABLE 7-E  
AVERAGE HOURLY EARNINGS OF PRODUCTION WORKERS (1)  
NORTH COAST REGION  
(IN DOLLARS PER HOUR)

INDUSTRY	JUN 1996	MAY 1996	JUN 1995
TOTAL AGRICULTURAL	7.36	7.47	7.10
TOTAL AGRICULTURAL PRODUCTION/CROPS	7.20	7.34	6.83
TOTAL FRUITS AND TREE NUTS	7.48	7.74	7.19
GRAPES	7.80	8.02	7.51
OTHER FRUITS AND NUTS	6.06	6.12	5.75
TOTAL HORTICULTURAL SPECIALTIES	6.83	6.60	6.23
TOTAL AGRIC PRODUCTION/LIVESTOCK	7.10	7.05	7.03
TOTAL AGRICULTURAL SERVICES	8.40	8.49	8.55

(1) AVERAGE HOURLY EARNINGS ARE NOT HOURLY WAGE RATES; THEY ARE GROSS EARNINGS OF FULL-TIME AND PART-TIME PRODUCTION WORKERS DIVIDED BY TOTAL HOURS FOR PRODUCTION WORKERS.